

RECEIVED

Central America Discussion Agreement
FMC Agreement No. 203-011075-034
Fourth Revised Page No. 2

'95 NOV 20 1995

ARTICLE 1: FULL NAME OF THE AGREEMENT

The full name of the Agreement is the Central America Discussion Agreement (the "Agreement").

ARTICLE 2: PURPOSE OF THE AGREEMENT

The purpose of the Agreement is through authorization of discussion, consultation and development of consensus to foster commerce, service and stability in the trade while maintaining the parties freedom of competitive action.

ARTICLE 3: PARTIES TO THE AGREEMENT

The parties to the Agreement are:

NORDANA LINE, INC.
Suite 1000
Houston, Texas 77008

GREAT WHITE FLEET, LTD.
250 East Fifth Street
Cincinnati, OH 45202

CONCORDE SHIPPING, INC.
929 Bienville Street
New Orleans, Louisiana 70112

THOMPSON SHIPPING CO., LTD.
Box 188, Georgetown
Grand Cayman, B.W.I.

GLOBAL REEFER CARRIERS LTD.
d/b/a NETWORK SHIPPING LTD.
800 Douglas Entrance
Building B, Suite 140
Coral Gables, FL 33134

DOLE FRESH FRUIT
P.O. Box 1689
Gulfport, Mississippi 39505

TRANSPORTES NAVIEROS
ECUATORIANOS
Edificio Citibank
Avenida 9 de Octubre Chile
Guayaquil, Ecuador

KING OCEAN CENTRAL AMERICA, S.A.
7570 N.W. 14th Street
Miami, FL 33126

TROPICAL SHIPPING AND
CONSTRUCTION CO., LTD.
821 Avenue "E"
Riviera Beach, FL 33404

MERIDIAN SHIPPING, INC.
300 Kingmon Street, Suite 210
Metairie, Louisiana 70006

NAVIEROS INTERAMERICANOS, S.A.
10550 N.W. South River Drive
Medley, FL 33178



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CROWLEY AMERICAN TRANSPORT, INC.
P.O. Box 2110
Jacksonville, FL 32203-2110

A.P. MOLLER MAERSK LINE
Esplanaden 50
DK-1098 Copenhagen
Denmark

SEABOARD MARINE, LTD.
3401-A N.W. 72nd Ave.
Miami, FL 33122

SEA-LAND SERVICE, INC.
6000 Carnegie Boulevard
Charlotte, NC 28209-4637

ARTICLE 4: GEOGRAPHICAL SCOPE OF THE AGREEMENT

The geographic scope of this Agreement shall extend, via direct service or transshipment between, on the one hand:

1. Atlantic, Gulf and West Coast ports of the United States,
2. Inland or coastal points in the United States via Atlantic, Gulf and West Coast ports of the United States, on the other hand;
3. Ports in Costa Rica, Honduras, Guatemala, Nicaragua and El Salvador,
4. Inland or coastal points in Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua via any port in Costa Rica, El Salvador, Guatemala, Honduras or Nicaragua, (the "Trade").

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ARTICLE 5: AGREEMENT AUTHORITY


(a) The parties are authorized, but not required, to meet, exchange information or otherwise discuss their separate tariffs, rates, service items, rules and service contracts, in the trade, and to reach consensus or agreement thereon but shall, despite any agreement, have no obligation under this Agreement to adhere, other than voluntarily, thereto. The authority of the parties includes, but is not limited to, consideration, to do so, on all aspects of transportation and service in the trade, including rates, charges, classification, practices, terms, conditions and rules and regulations applicable to transportation of cargo in the trade and to service provided in connection therewith, notice periods for changing rates, service items, port-to-port rates, overland rates, minilandbridge rates, interior point intermodal rates, proportional rates, through rates, inland portions of through rates, joint rates, minimum rates, surcharges, arbitraries, volume rates, time/volume rates, project rates, freight-all-kinds rates, volume incentive programs, loyalty arrangements or fidelity commission systems,

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SIGNATURE PAGE

IN WITNESS WHEREOF, the Parties to Agreement No. 203-011075 hereby agree, this 20th day of November, 1995, to amend the Agreement as per the attached pages and to file same with the U.S. Federal Maritime Commission.

CENTRAL AMERICA DISCUSSION AGREEMENT


Nathan J. Bayer
Authorized to execute pursuant to
Article 6 of the Agreement

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CENTRAL AMERICA DISCUSSION AGREEMENT
FMC NO.: 202-010987

PARTY: Crowley American Transport, Inc

BY:

Peter A. Baci

NAME:

PETER A. Baci

TITLE OR AUTHORITY:

VP PRICING

DATE:

Nov 8, 1995

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PAGE NO. 13CENTRAL AMERICA DISCUSSION AGREEMENT
FMC NO.: 011075

PARTY: A.P. Maersk-Mærsk Line

BY: NAME: THOMAS G. SANCHEZTITLE OR AUTHORITY: DIRECTORDATE: 11/17/95

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CENTRAL AMERICA DISCUSSION AGREEMENT
FMC NO.: 202-010967

PARTY: Seaboard Marine Ltd

BY:

NAME:

TITLE OR AUTHORITY:

DATE:

José A. Concepción

[Signature]

*Vice President - Central America,
Dominican Republic*

11/12/95

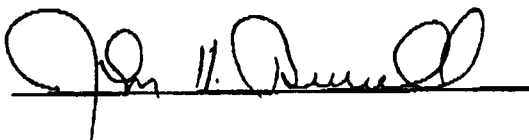
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CENTRAL AMERICA DISCUSSION AGREEMENT
FMC NO.: 282-010987

PARTY:

Sea-Land Service, Inc.

BY:



NAME:

JOHN H. BURWELL

TITLE OR AUTHORITY:

DIRECTOR AMERKAS PAICINIA

DATE:

11/15/95